



## *Washington MBDA Business Center*

Funded by the U.S. Department of Commerce | Operated by the City of Tacoma

[www.MBDA-Washington.com](http://www.MBDA-Washington.com)

*Linda L. Womack*  
[Lwomack@CityofTacoma.org](mailto:Lwomack@CityofTacoma.org)  
*C:253-242-0480*

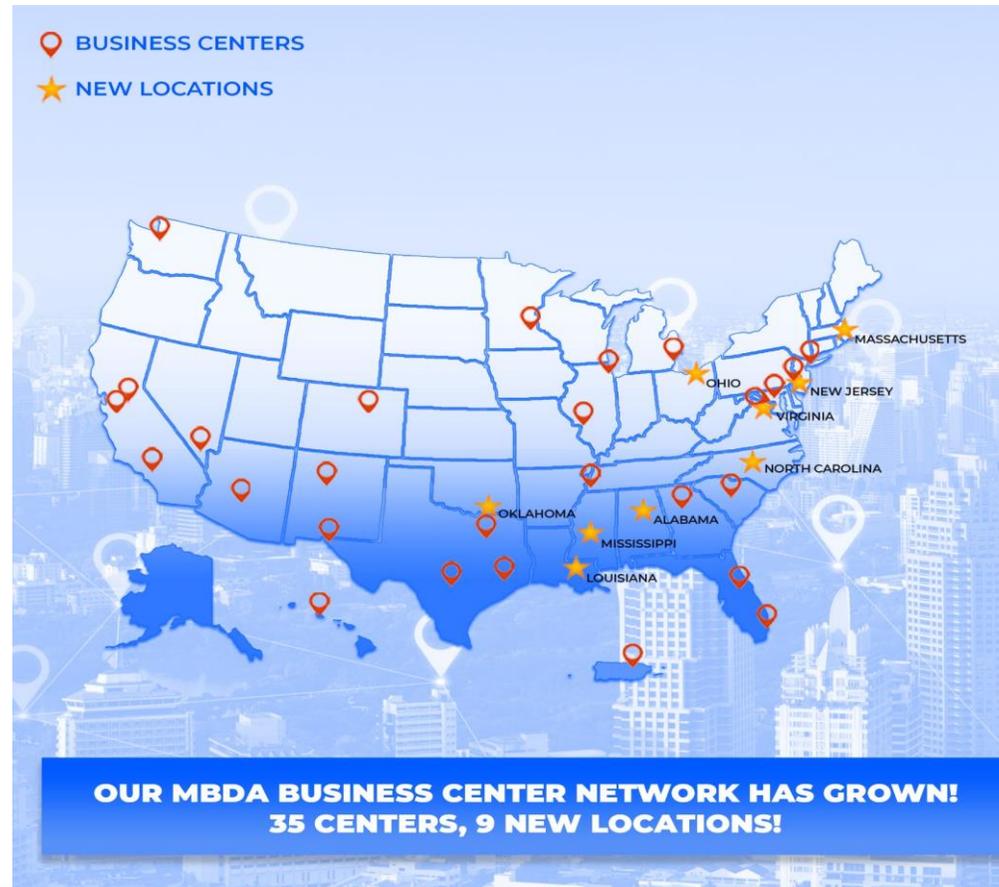
# MINORITY BUSINESS DEVELOPMENT AGENCY

## WASHINGTON MBDA BUSINESS CENTER

- Operated by City of Tacoma under a Cooperative Agreement/Grant
- 35+ centers nationwide



City of  
Tacoma



# Background

## Minority Business Development Agency (MBDA)

- Executive Order 11645 1974 (President Nixon)
- Minority Business Development Agency (MBDA) is an agency of the United States Department of Commerce working on behalf of the nation's minority-owned firms in support of their growth and global competitiveness
- Network of 36 Business Centers nationwide
  - [www.MBDA.gov](http://www.MBDA.gov)

# Mission:

- **Washington MBDA services help overcome these challenges for Women and Minority Business Enterprises (W/MBEs):**
  - 1. Underutilization of MBEs in Public Contracting
  - 2. Private Sector Discrimination
  
- **Narrow the contracting disparities:**
  - Increase access to contracting opportunities: jointly pursue solicitations, advocacy, education, early access, and match-making with project owners
  - Build contracting capabilities through education, training workshops, direct external spending on technical assistance to increase MBE competitiveness.

# MINORITY BUSINESS DEVELOPMENT AGENCY

## WASHINGTON MBDA BUSINESS CENTER

- improve operational efficiencies;
- increase resources to hire more people;
- build scale; Effective Business Development strategies & Capacity Building Engagements
- manage risk and increase liability thresholds;
- strengthen management teams;
- access and secure financing, equity, and venture capital; raise online capital;
- increase profits and owner equity; and
- implement and integrate new technology and equipment.

# Services at a glance

## Technical Assistance and Strategic Business Consulting Services:

- **Access to Capital**
  - Identify and broker financing opportunities
  - Preparation of Financial documents
- **Access to Contracts**
  - Certification support: pre submittal and free notary service
  - Identification of procurement opportunities
  - Solicitation analysis & bid and proposal preparation
  - opportunity reports: Construction and A&E ( Free/ No charge)
  - Match-making, Advisory, and Advocacy
- **Access to Markets & Export-Import**
  - Market research, feasibility studies, and promotion
  - International market analysis and trade assistance

# Typical Services

#	Technical Services Provided
1	Access to Capital/Capital Sourcing
2	Bid Estimating – Construction fields
3	Bid Proposal Review
4	Bid/Contract Opportunity Sourcing/ Bid-match service
5	Capability Statements/Sales Brochures/Marketing
6	External Resource Matching/ Prime Construction Firm Match-making
7	Legal Counseling/ Support/ JV agreements
8	Preparation of Financial Statements & Financial Review (Bookkeeper and CPA)
9	Pre-submittal “hands on” Certification Application Support
10	Process Improvement Consulting /scholarship for (Impact Washington)
11	Strategic Consulting (How to do Business with the City)
12	Website optimization and SEO support
13	Workshops/Networking Events (Group setting)
14	Training/Education (1:1 Support)

# Capacity Building Opportunity Programs

WSDOT( Washington State Department of Transportation) and Sound Transit  
-Capacity Building Mentorship Program ( CBMP)



<https://www.capacitymentorship.com/>

The CBMP pairs small, minority, veteran and women businesses with successful prime contractors and consultants. These mentors provide technical assistance and business advice to strengthen the protégés' capacity to work with Washington State Department of Transportation and Sound Transit projects.

WSDOT

DBE Supportive Services Program ( DBESS)

<https://mbda-tacoma.com/resources/WSDOT-disadvantaged-business-enterprise-support-services-DBESS/>

DBE Support Services is a federally-funded program designed to help those DBEs wishing to work on WSDOT highway projects. Support services are available only to DBEs who are certified in the highway construction industry to include construction companies, consultants and regular dealers.

# Contact

## MBDA-(WA) Tacoma Business Center

Operated by the City of Tacoma

Tel: 253-591-5240

E-mail: [mbda@cityoftacoma.org](mailto:mbda@cityoftacoma.org)

Direct-email: [Lwomack@CityofTacoma.org](mailto:Lwomack@CityofTacoma.org)

Website: [www.MBDA-Tacoma.com](http://www.MBDA-Tacoma.com)